

Country: UK
Type of Document: International Market Insight
Title: MANCHESTER HOPES TO BUY TWO UK REGIONAL AIRPORTS
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OUTSIDE OF THE UNITED STATES.

Manchester Airport is the frontrunner to buy two UK regional airports - East Midlands and Bournemouth - from National Express, the transportation group.

The price for the airports has risen from an original asking price of about \$280 million to a figure approaching \$320 million. National Express bought East Midlands Airport in 1993 for \$37.8 million, and paid \$9.8 million for Bournemouth Airport in 1995. It has since spent about \$98 million expanding and upgrading them. Both airports feature scheduled and chartered operations. Some 2.25 million passengers are expected to use East Midlands airport this year and steady growth is projected in passenger usage. Bournemouth is expected to attract 278,000 passengers in 2001.

National Express received more than 20 expressions of interest in its UK airport business, which made an operating profit of \$19.6 million on sales of \$47.6 million in 1999. It has drawn up a shortlist of four bidders: Manchester Airport; TBI, the regional airport operator; Copenhagen Airport; and the infrastructure division of Macquarie, the Australian investment bank. An overseas bidder is also believed to be a serious contender, but National Express has not confirmed this.

Manchester Airport has started negotiations, completion of which could mean an agreement early next year. Owned by the local city authority, Manchester Airport currently handles 18.5 million passengers a year. It plans to increase capacity, through a second terminal and runway, to 40.7 million by 2015.

National Express will continue to manage Stewart Airport in New York State, which ties in with its bus operations in North America.

IMI Customer Satisfaction Survey

U.S. Department of Commerce

International Trade Administration
The Commercial Service

The U.S. Department of Commerce would appreciate input from U.S. businesses that have used this IMI report in conducting export market research. Please review the privacy statement / disclaimers at the bottom of this Web site. Please take a few moments to complete the attached survey and fax it to 202/482-0973, mail it to QAS, Rm. 2002, U.S. Department of Commerce, Washington, D.C. 20230, or Email: Internet[Opfer@doc.gov].

* * * About Our Service * * *

1. Country covered by report: _____

Industry/title: _____

Commerce domestic office that assisted you (if applicable):

2. How did you find out about the IMI service?

☐ Direct mail

☐ Recommended by another firm

☐ Recommended by Commerce staff

☐ Trade/state/private newsletter

☐ Department of Commerce newsletter

☐ Other (specify): _____

3. Please indicate the extent to which your objectives were satisfied:

1-Very satisfied

2-Satisfied

3-Neither satisfied nor dissatisfied

4-Dissatisfied

5-Very dissatisfied

6-Not applicable

☐ Overall objectives

☐ Accuracy of information

- ☐ Completeness of information
- ☐ Clarity of information
- ☐ Relevance of information
- ☐ Follow-up by Commerce representative

4. In your opinion, did using the IMI service facilitate any of the following?

- ☐ Decided to enter or increase presence in market
- ☐ Developed an export marketing plan
- ☐ Added to knowledge of country/industry
- ☐ Corroborated market data from other sources
- ☐ Decided to bypass or reduce presence in market
- ☐ Other (specify): _____

5. How likely would you be to use the IMI service again?

- ☐ Definitely would
- ☐ Probably would
- ☐ Unsure
- ☐ Probably would not
- ☐ Definitely would not

6. Comments:

* * * About Your Firm * * *

1. Number of employees: ☐ 1-99 ☐ 100-249 ☐ 250-499
☐ 500-999 ☐ 1,000+

2. Location (abbreviation of your state only): _____

3. Business activity (check one):

- ☐ Manufacturing
- ☐ Service
- ☐ Agent, broker, manufacturer's representative
- ☐ Export management or trading company
- ☐ Other (specify): _____

4. Value of export shipments over the past 12 months:

- ☐ Less than \$10K
☐ \$11K-\$100K
☐ \$101K-\$500K
☐ \$501K-\$999K
☐ \$1M-\$5M
☐ More than \$5M

May we call you about your experience with the IMI service?

Contact name: _____

Phone: _____

Fax number: _____

Email: _____

Thank you--we value your input!

This report is authorized by law (15 U.S.C. 1512 et seq., 15 U.S.C. 171 et seq.). While you are not required to respond, your cooperation is needed to make the results of this evaluation comprehensive, accurate, and timely. Public reporting burden for this collection of information is estimated to average ten minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to Reports Clearance Officer, International Trade Administration, Rm. 4001, U.S. Dept. of Commerce, Washington, D.C. 20230, and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Paperwork Reduction Project (0625-0217), Washington, D.C. 20503.

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